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Bulgaria Water Sector Business Opportunities Conference

Sofia, Bulgaria: Sept. 26-27, 2005

*An event in sequence with the 2nd Conference on Water and Environment in Southeast Europe
Bucharest, Romania, September 28-30, 2005*

Explore water sector and environmental opportunities in Bulgaria!

Bulgaria, one of the key European Union accession countries is committed to comply with EU water and wastewater directives by raising water tariffs; stimulating investment by through new laws and policies that support infrastructure development. Under the EU ISPA funding stream, 300+ million euro for 2005 and 370+ million euro for 2006, these figures double when co-financing commitments are included. Nevertheless current investment falls short of what is required to develop urban drainage and sewerage systems and expand service coverage throughout the country. Despite regulations preventing, U.S. firms from contracting directly for EU funded projects, there are considerable business opportunities in Bulgaria for all categories of US companies in the water and wastewater sector.

The Bulgaria Water Sector Business Opportunities Conference in Sofia, Bulgaria on September 26th and 27th brings together U.S. firms, donor organizations, Bulgarian national ministries, local, project developers and U.S. Embassy Officials to discuss regional and national environmental challenges, proposed solutions and new projects in Bulgaria. The program includes site visits to water infrastructure projects in and around Sofia, Bulgaria and cultural excursions after the close of formal activities. . It is held in conjunction with the 2nd Conference on Water and Environment in Southeast Europe to be held in Bucharest, September 28-30.

Highlights

- One-on-one meetings for U.S. firms with potential local partners.
- U.S. firm presentations to Bulgarian officials and firms.
- Presentations on EU and local project opportunities
- Overview of EU Water Framework in Bulgaria
- Bulgarian water sector policies and project information
- Financing strategies (including Ex-Im Bank and USTDA).
- USAID activities in Bulgaria.
- Opportunity to explore business opportunities in region at two sequential events in one week.

Participants

- National agencies (Water, environment, energy, economy)
- Local municipal officials (Water and waste water agencies)
- Associations (of municipalities, utilities, businesses, water users)
- Local firms (Water engineering, sales agents and technology firms)
- Private investment and banking organizations and financing experts
- U.S. investors and operators
- U.S. service providers (operation & maintenance and consultants)
- U.S. equipment suppliers and manufacturers (e.g. pumps, filters, packaged treatment solutions, control panels and software)
- U.S. experts in wastewater treatment, watersheds and urban drainage

Cost for US firms:

- Bulgaria Water Seminar; Sept. 26-27 \$250 pp
- 2nd SE Europe Water Conference Sept. 29-30: \$250 pp;

Deadline to Register: August 19, 2005

To Register Contact:

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Seminar Agenda

Monday, September 26

- 8:30 Registration
- 9:00 Welcome Remarks - Press invited
 - Representatives from US Embassy Sofia
- 9:10 Water Sector Overview n Bulgaria
 - Ministry of Environment and Water
 - Bulgarian Association of Water Quality
- 9:40 Overview of Private Water Sector Activities in Bulgaria
 - Ministry of Regional Development and Public Works
 - Bulgarian Association of Water & Sewerage Companies
- 10:10 Coffee Break
- 10:30 Environmental Finance: US Programs in the Region
 - United States Trade and Development Agency
 - Export-Import Bank of U.S. (Ex-Im Bank)
 - European Bank for Reconstruction and Development
- 11:00 US Company Presentations (8)
 - 10 Minutes maximum/ per firm
- 12:30 Luncheon
- 14:00 Pre-Screened Matchmaking Appointments
- 17:00 End of Matchmaking

Tuesday, September 27, 2005

- AM Site visit to local water project
- PM Transfers to Romania

